

### **Globe 2004 Canada**

The US Commercial Service in Vancouver invites American environmental firms to participate in the US pavilion featured at Globe 2004. Globe 2004 is a multi-sectoral trade fair featuring technologies and services in water and water management, pollution prevention, environmental engineering, solid waste management, air quality management, and hazardous waste management. The show is expected to attract more than 10,000 visitors from 75 countries, many from around the Pacific Rim. For more information contact: Cheryl Schell, 604-642-6679, [cheryl.schell@mail.doc.gov](mailto:cheryl.schell@mail.doc.gov).

### **Opportunities in Russia**

Russia is on the verge of a major wave of investment into its transport infrastructure sector. The Russian government views the upgrading of the nation's infrastructure as key to economic growth. It is clear that the budget alone will not cover the considerable amount of investment required to upgrade the infrastructure; therefore the government is taking action to attract external financing.

On October 29th & 30<sup>th</sup>, St. Petersburg will host Transport Infrastructure Projects in Russia: Opportunities for Private Sector Investment. The conference will present major projects in Russia and bring US firms face-to-face with key figures responsible for the development of the projects. For more information contact: Florence Dinar, 44 20 7566 0994, [Florence@asi-conferences.com](mailto:Florence@asi-conferences.com).

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## Trade Leads

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### **Novartis Creating Knowledge Campus**

The pharmaceutical giant Novartis has announced the creation of a "knowledge campus" near the company headquarters in Basel, Switzerland. The campus, which will become the company's main center for research and development, will be the size of 30 football fields. This mini-city, which will be built from scratch, presents many opportunities for US firms in all phases of the building and construction of the campus. Interested companies should contact: Satoshi Sugimoto, 41 61 324 6129, [satoshi\\_jean.sugimoto@group.novartis.com](mailto:satoshi_jean.sugimoto@group.novartis.com).

### **Airport in Portugal**

The Government of Portugal recently announced the final decision regarding the new Lisbon airport site. The site, Ota, was chosen to help alleviate traffic congestion at Portela, the main airport in Lisbon. The investment, estimated at \$2 billion, will create opportunities for US construction firms, as well as exporters of building products. For more information contact: Celeste Conde, 351 21 770 2527, [celeste.conde@mail.doc.gov](mailto:celeste.conde@mail.doc.gov)  
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### Spain

With the steady increase in tourism, construction in Spain has become one of the most dynamic sectors in the country. Architecture, construction, and civil engineering firms are trying to keep up with the demand for new hotels, movie theaters, amusement parks, convention centers, etc. The government's Infrastructure Master Plan presents many business opportunities for U.S. architectural/engineering firms. A new and revised infrastructure plan was recently presented highlighting the major infrastructure projects that are expected to take place in the next few years. The projects will focus on airport refurbishment and revitalization, seaport renovation, railway network renovation and development, and highway construction and maintenance.

The expansion of Spain's 40-airport system is considered one of the most important elements of the government's Infrastructure Master Plan. An estimated \$6.65 billion has been allocated to the development of the airport system. For more information please contact: Helen Crowley, 34 91 564 8976 ext. 2616, [helen.crowley@mail.doc.gov](mailto:helen.crowley@mail.doc.gov)

### Israel

Israel has developed into a prosperous nation, with a robust economy. In a country that has spent the past half-century focusing on nation building, construction has become one of the most important sectors. The construction industry, including housing, infrastructure, public buildings, commercial space and the renovation sector, accounts for about 16% of Israel's GDP. Due to the high number of immigrants Israel has absorbed during its renewed existence, residential construction has accounted for the vast majority of the nation's construction output. During periods of high immigration nearly all construction projects have been handled by the Israeli government. However, during times of low immigration the private sector accounts for about 70% of the nation's construction output. Despite the current recession, the building and construction sectors in Israel continue to provide many opportunities for U.S. exporters. For more information contact: Alan Wielunski, 972-3-519-7390, [alan.wielunski@mail.doc.gov](mailto:alan.wielunski@mail.doc.gov).

### China

China is experiencing an unprecedented boom in the construction sector, with massive investment in all sorts of infrastructure and private development projects. With China's accession to the WTO, imports have been gaining market share as tariffs and other trade barriers have been lowered. In the last few years there has been a large demand for imports of construction materials, services and investments worldwide, a trend that is expected to continue. For more information contact: James Mayfield, 86-21-627-97630, [James.Mayfield@mail.doc.gov](mailto:James.Mayfield@mail.doc.gov) or Charles Winburn, 86-10-8529-6655x810, [charles.winburn@mail.doc.gov](mailto:charles.winburn@mail.doc.gov).

### Greece

Due to preparations for the 2004 Olympic games and the increasing inflow of capital through EU-funded projects, the number of construction projects in Greece has greatly increased in recent years. Greek construction services and building products are dominated by imports. Despite strong EU competition, U.S. products and services have achieved an excellent reputation in Greece for their quality and durability. With the increase in construction projects, demand for US materials and services will continue to be high over the next few years. The acceptance of American products and services presents many opportunities for US firms interested in entering Greece. For more information please contact: Debbie Priamou, 30/210/720-2307, [Debbie.Priamou@mail.doc.gov](mailto:Debbie.Priamou@mail.doc.gov)

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